

Message Text

UNCLASSIFIED

PAGE 01 LAGOS 09215 111343Z

53

ACTION OPIC-06

INFO OCT-01 AF-08 ISO-00 EB-07 COME-00 AID-05 CIAE-00

INR-07 NSAE-00 FTC-01 TRSE-00 XMB-04 /039 W

----- 085072

R 111222Z AUG 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6279

UNCLAS LAGOS 09215

PASS TO OPIC, ATTN TOD PARNELL

E.O. 11652: N/A

TAGSC EINV, NI

SUBJECT: POTENTIAL IRRIGATION EQUIPMENT AND SERVICES JOINT VENTURE

1. R. GOETTIN, GENERAL MANAGER UTC, A MAJOR DISTRIBUTOR/RETAILER HERE, ITOLD EMBOFF UTC INTERESTED IN IRRIGATION EQUIPMENT MARKETING JOINT VENTURE IN NIGERIA. JOINT VENTURE WOULD PROVIDE FEASIBILITY STUDIES, MAINTENANCE AND TECHNICAL SERVICES IN ADDITION TO EQUIPMENT SALES. ALTHOUGH UTC HAS AN ENGINEERING BRANCH, IT HAS NO EXPERTISE IN FIELD AND WOULD RELY HEAVILY ON PARTNER FOR TECHNICAL INPUT.

2. GOETTIN'S THINKING ON IRRIGATION EQUIPMENT AND SERVICES JOINT VENTURE STILL DEVELOPING AND HE DOES NOT WANT TO DEAL DIRECTLY WITH INTERESTED FIRMS AT THIS TIME. ASKED THAT INITIAL COMMUNICATIONS BE HANDLED THROUGH EMBASSY.

3. GIVEN INCREASED ATTENTION AND INVESTMENT IN AGRICULTURAL SECTOR, EMBASSY BELIEVES U.S. INVESTMENT IN IRRIGATION COMPANY WITH WELL-ESTABLISHED UTC HAS GREAT POTENTIAL. REQUEST OPIC SOUND OUT INTEREST BY PRIVATE U.S. COMPANIES AND CABLE RESULTS TO EMBASSY.
CAHILL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Disposition Approved on Date:
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Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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